

CHEMIST & DRUGGIST

The newsweekly for pharmacy

a Benn publication

November 29 1980

Tenterden:
complaint
sent to GMC

Coty goes
to Sangers
Agencies

Pharmacists
in UK—NZ
exchange

Script levy
increase:
pharmacy's
quid pro quo?

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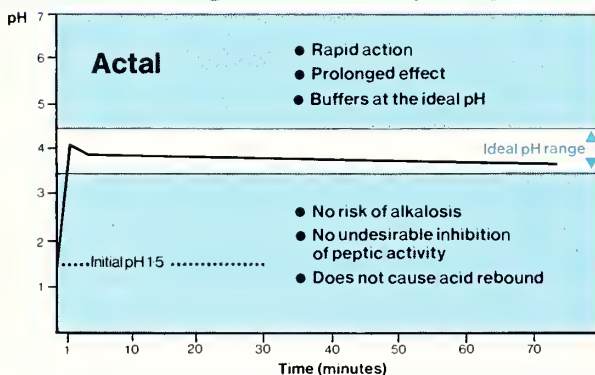
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		50 x 1dz	£2.82 per dz	x 1dz
		100 x 1dz	£4.65 per dz	x 1dz
		1000	£3.20	x 1000
		5000	£15.00	x 5000
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AMPICILLIN CAPSULES BP	250 MG	500	£13.90	x 500
		1000	£27.80	x 1000
	500 MG	250	£13.90	x 250
		500	£27.80	x 500
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		1000	£3.00	x 1000
	5 MG	100	£0.45	x 100
		1000	£4.25	x 1000
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		1000	£5.45	x 1000
	5 MG	100	£1.20	x 100
		1000	£10.95	x 1000
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		500	£1.85	x 500
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	50 MG	500	£2.70	x 500
	100 MG	500	£4.40	x 500
CHLORPROPAMIDE TABLETS BP	100 MG	250	£1.50	x 250
	250 MG	500	£11.00	x 500
CODEINE PHOSPHATE TABLETS BP	15 MG	100	£1.50	x 100
		250	£3.75	x 250
		500	£7.50	x 500
CODEINE PHOSPHATE TABLETS BP	30 MG	100	£2.60	x 100
		250	£6.50	x 250
		500	£12.50	x 500
		1000	£24.80	x 1000
CODEINE PHOSPHATE TABLETS BP	60 MG	100	£5.20	x 100
		250	£13.00	x 250
		500	£25.90	x 500
DIAZEPAM TABLETS BP	2 MG	500	£1.75	x 500
		1000	£3.50	x 1000
	5 MG	500	£2.25	x 500
		1000	£4.50	x 1000
	10 MG	500	£4.00	x 500
FOLIC ACID TABLETS BP	5 MG	500	£0.90	x 500
		1000	£1.75	x 1000
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	40 MG	1000	£14.00	x 1000

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**MAKE SURE YOUR CUSTOMERS GET THE CHANCE TO
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**FROM: THOMAS CHRISTY LIMITED, NORTH LANE,
ALDERSHOT, HANTS.**

CHEMIST & DRUGGIST

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CONTENTS

Tenterden: a complaint to GMC

Action by local chemists 860

UK—NZ exchange

Two pharmacists look at each
others way of life 861

Sangers Agencies to handle Coty

Now separated from Rubinstein 862

A quid pro quo

Script levy increase offers
pharmacy a challenge 875

Comment 859

People, Deaths, News in brief 863

Topical reflections by Xrayser 863

Letters 864

Prescription specialities 865

Counterpoints 865

EEC report 870

Statutory Committee 879

Business news 881

Market news; coming events 883

Classified advertisements 884

COMMENT

Missed message

The Pharmaceutical Services
Negotiating Committee's Press
conference on increased prescription
charges, and its efforts to have the
term "tax" adopted instead of
"charges", have not so far reaped the
column-inch harvest the Committee
might have hoped for.

The *Financial Times*, *Guardian* and
Times all reported PSNC's concern,
but in the case of the *Guardian*, for
example, the main points were
completely missed in the couple of
paragraphs published. These papers
are all classed as "serious" of course,
and for their readerships the
importance attached to the PSNC's
case may well have been right.

But where were the "popular"
dailies, whose readers are more likely
to be the old age pensioners or
Supplementary Benefit "borderline
cases" for whom PSNC expressed
particular anxiety? Unfortunately
they were in general absent from the
Press briefing. (Could it be they were
all at the Department of Health's
briefing about the agreement on

advertising reached with the tobacco
companies which was (by coincidence?)
held at the same time.)

Hope of further coverage remains,
however, because the agencies are
likely to put out stories to local
newspapers—perhaps affording an
opportunity for the profession's local
Press officers—while the women's
magazines and other weeklies have
longer lead-times. And indeed, the
populars' audience may well have been
reached by the interviews broadcast on
Radio 4 and the London station LBC.

We still do not know the
Government's response to all this
propaganda, of course—or how much
of the rumour was "kite-flying"?
The only certain thing is that the NHS
escaped relatively unscathed (to quote
the *Times*) in the "mini-budget"
produced by the Chancellor this week.

Nevertheless, savings of some £25m
are to be made in the next year
through elimination of "inefficient
practices", with drug use being
specifically mentioned. Excellent—so
long as it is through an attack on the
prescriber, not the patient or the
pharmacist. So we ask again: what
about a pharmacist on the prescribing
working party, Mr Jenkin? ■



"Somehow I don't think the Society would approve"

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Tenterden chemists complain to GMC

A formal complaint about the activities of the dispensing-doctor practice at Tenterden, Kent, has been sent to the General Medical Council—the medical profession's disciplinary body—by the superintendents of the three pharmacies involved, Boots, Dartford Co-operative Chemists and Paydens. The superintendents are asking the GMC to investigate whether there has been a breach of the medical profession's code of practice.

A letter sent to every household within a mile of the Tenterden chemists, asking how many patients have received drugs or appliances dispensed at the doctor's surgery (last week p821) is receiving an "enormous response". Many of the replies include comments in favour of the chemists' case and wishing them good luck in their campaign. The dispute is also receiving considerable attention in the local Press. ■

Tampon debate continues

Publicity about tampon-related toxic shock syndrome continues with an article in the *Guardian* this week and correspondence in the *British Medical Journal*.

The *Guardian* article, on the women's page, includes a report on how Procter and Gamble withdrew Rely tampons in the USA (C&D September 27, p480), a general report on toxic shock syndrome and an account of the IPC ban on advertising of deodorant tampons (see below).

In a recent study the Centre for Disease Control in the USA found that of a group of women who had suffered from toxic shock syndrome 71 per cent had used Rely tampons compared with 26 per cent in a control group. The *Guardian* report mentions this and also says that 19 per cent were using Playtex tampons. It then lists people who are worried about the use of Playtex in the UK including the MP, Austin Mitchell. Mr Mitchell recently asked in the Commons whether the Secretary for Trade had any proposals for stopping the sale of tampons containing cellulose in view

of the possibility of toxic shock.

Two letters in the *British Medical Journal* follow on from a leading article earlier this month on "Toxic shock and tampons". One is from a medical student who claimed she suffered the characteristic symptoms on three occasions—twice after inserting a diaphragm and once during a menstrual period when she was using Lil-lets super plus tampons.

The other letter is from a group of Swedish physicians who describe the case of a 19-year-old woman admitted to hospital suffering from pains, fever, vomiting and diarrhoea. She was using tampons of a common Swedish type and both *Staphylococcus aureus* and *E. coli* were grown from vaginal secretions taken from the tampon.

□ IPC Magazines have decided to ban all future advertising for deodorant tampons.

A spokesman for the company said that the decision was made collectively by the senior editors. They felt the products created unnecessary anxiety and that the addition of a deodorant was irrelevant as odour was not generated at this stage within the body.

He said IPC had informed the two companies who manufacture deodorant tampons of the decision. Mr Andrew Walker, Playtex divisional director, said that the decision was taken without prior consultation and that he absolutely denied IPC's charges.

IPC are one of the major publishers of women's magazines, with *Woman*, *Woman's Own*, *Woman's Realm*, *Woman's Weekly* and *Woman's World* among others. ■

Chemists do better

Retail sales of all chemists rose 15 per cent in September to an index of 143 (1976=100). This was 3 per cent above that for all businesses which showed a rise of 12 per cent (index 155) and 9 per cent over that for all small businesses which rose by only 6 per cent (index 125).

Large businesses were up 15 per cent (index 175) of which co-operative societies increased sales by 16 per cent (index 152). Combined sales by chemists and photo dealers rose by 11 per cent (index 155). ■

Chanel win order

Chanel Ltd were granted temporary orders in the High Court in London on Monday banning a Blackpool man from selling perfume and eau de toilette under the name Chanel.

Mr Justice Fox made the orders against Mr Henry Wilfred Taylor of Freckleton Street, Blackpool, who was not present or represented at the brief hearing. They ban Mr Taylor from dealing in products bearing the Chanel or Chanel No 5 mark, but not made by Chanel; from infringing Chanel's registered trade marks or from "passing off" goods not manufactured by them as Chanel.

The judge also ordered that Mr Taylor should reveal names and addresses of his suppliers to Chanel and hand over the disputed stocks to their solicitors. The orders will remain in force until a full trial of Chanel's action against Mr Taylor. ■

Two-card medication record system

A father and daughter pharmacist team have evaluated their own medication record system in a paper published recently in *The Practitioner*.

Patients of Sally Shulman BPharm, MPS, and J. I. Shulman, MPS, receive a personal medicine record card to be carried at all times and shown to doctor, dentist, hospital when appropriate—and to the pharmacist.

Patient medication records are also kept in the dispensary and both cards give name and address of the patient and names, dosage, quantity and date of dispensing.

The authors state that potential adverse drug reactions or interactions detected annually amounted to one per 250 items recorded on the cards (or one per 500 dispensed). They conclude that doctors usually react positively and favourably to their system. Patient's responses were less easy to quantify but efforts to explain how to take medicines were welcomed.

The Shulmans add that although a major disadvantage of the scheme is that medical histories are obtained only from patients (and hence are probably deficient in detail) nevertheless given the resources, the retail pharmacist could play a useful advisory role in promoting the safe use of medicines and preventing avoidable drug reactions and interactions. ■

Pharmacists in UK-NZ exchanges

A Glastonbury pharmacist, Andrew Bond and his family have exchanged businesses and homes for a five month period with New Zealand pharmacist Barry Nicholson and "loves it!"

Barry, his wife, and two children flew in by Concorde from Singapore on September 28, and was at work in the pharmacy the next day. His two children Sarah 11, and Mark 8 have also exchanged roles with the Bond children, and go to Guides, Cubs, ballet and recorder classes as appropriate.

The Nicholson pharmacy is ten miles from Auckland in Papapoepe (pop. 25,000) and is one of six in the town. It specialises in "photography, and franchise cosmetics and perfumery," such as Arden, Chanel, Innoxa, Lanvin, Revlon, Rubinstein and Max Factor. Surprisingly for UK pharmacists, their number two agency is Shiseido of Japan. Shiseido is manufactured under licence in NZ and comprises a range of cosmetics and Zen perfume. It is exported to Australia and the South Pacific Islands.

The business split is 60 per cent dispensing and 40 per cent OTC. Proprietary names of prescribed medicines differ in NZ so local scripts sometimes present a problem for Barry. On the whole apart from script volume life is easier, says Barry, because in NZ more extemporaneous items are prescribed.

At home Barry regularly prepares eye drops, suppositories, lotions, ointments and even capsules. However the Social Security system (cf of our NHS) reimburses such scripts at cost + 25 per cent and the dispensing fee at an hourly rate, with the pharmacist endorsing his time spent. If a NZ doctor prescribes a proprietary when a generic is available, the patient pays the difference in cost, and the Social Security the generic cost, to the pharmacist. Barry suggests that NZ pharmacists receive a "proper fee" and that "Andrew Bond may not wish to return to the UK. . . ." ■

Cosmetics decline

Total sales of cosmetics for the twelve month period to March 1980 amounted to £541½ million. In money volume terms this was a decline in demand of just over 6 per cent (prices rising by 14.3 per cent and demand by only 8.1 per cent).

Only two of the seven categories recorded a money volume increase. These were skin care and make up. The others showed declines some described as "substantial".



Skin care sales in the period under review topped £76½m, an increase of almost 15½ per cent. Prices rose by 12½ per cent giving a 3 per cent money volume increase. Make up worth £62m saw an increase of 12 per cent on the year-ago levels and a real term growth of ½ per cent (prices rising by 11 per cent).

Advertising support for cosmetics and toiletries in the twelve month period reached £45m, a 4 per cent decline on the year-ago period. Advertising rates however rose by an estimated 15 per cent resulting in much less activity than the previous year. Prospects for 1981, such as a moderation in wage increase demands and declining wholesale and retail price indices the report says, suggest a return to real growth in demand which will take place towards the end of 1981. "*The Silver Book—a review of the cosmetic and toiletry preparations market, March 1980.*" John Hogston Associates Ltd, 23 Golden Square, London W1. ■

Retinoic acid in acne

Encouraging results have been reported in a study using oral 13-*cis* retinoic acid, a vitamin A derivative, to treat severe acne. A recent article in the *Lancet* records an 80 per cent reduction in acne severity in eight patients treated in a double-blind dose response study.

Two dosage groups were used —0.1mg/kg and 0.5-1mg/kg. After 4 weeks there was a 75 per cent reduction in the sebum excretion rate which was maintained throughout the rest of the study. Clinical improvement was slower with 30 per cent at four weeks and 80 per cent in the overall acne grade by 16 weeks. Side effects were dose related and the commonest were facial dermatitis and dryness of the skin and mucous membranes.

Tariff notice

Transfer of certain packs of indomethacin capsules and propranolol tablets from section 2 to section 1 of Part VD of the Drug Tariff has been notified by the Department of Health this week.

Basic prices are as follows: — Caps indomethacin 25mg, 500, 1,616p.

Boarding the coach for Heathrow Airport en route for New York are a Vestric Vantage study group. They are (left to right); Mr C. Nicholson, MPS, (Wooburn Green pharmacy, Bucks); Mr I. D. Nimmo, MPS, (W. Denton Nimmo, Middlesbrough); Mr J. Icke and Mr R. J. Crudgington, (Gillette UK Ltd); Mr D. L. Taylor, MPS, (marketing director, Vestric Ltd) who led the study tour; Mr R. W. F. Wilson, MPS, (Inverness); Mr R. B. Harrison, MPS, (Flint); Mr F. Boyes, MPS, (F. Boyes Ltd, High Wycombe); Mr A. D. Turner, (customer services manager, Vestric Ltd); and Mr P. A. Hunt, MPS, (Elliot's pharmacy, Bristol).

Tabs propranolol 10mg, 100, 123p; 500, 588p. 40mg, 100, 284p. 1000, 2,786p. 80mg, 100, 424p; 500, 2,106p.

The changes are effective for prescriptions dispensed on and after February 1, 1981. ■

Computer 'repeats'

A doctors' practice in Ipswich is issuing all its repeat prescriptions by computer.

The receptionist types the patient's repeat prescription card number into a Commodore Pet, presses a key to give a repeat of the drug required and the computer then issues an FP10 which is signed by the doctor. The computer keeps a record of the number of repeats the doctor has authorised and will not issue a repeat if the authorisation has run out. Dr David Meldrum wrote the program which was put into effect earlier this month when the Department of Health issued FP10 (Comp.) forms to Family Practitioner Committees. ■

£15,000 for PC fund

Almost £15,000 had been sent to the Pharmaceutical Society's Frank O'Neill fund as C&D went to press.

The president launched the appeal to help the family of Police Constable Frank O'Neill who was killed last month after being called to a Boots branch in south London. The appeal is still open and donations should be addressed to the Society's president, Mr David Sharpe, at 1 Lambeth High Street, London SE1 7JN. Cheques should be made payable to the "Frank O'Neill fund". ■

Sangers Agencies take Coty following Rubinstein split

Coty products are to be available through Sangers Agencies in an agreement that intends to ensure the "correct coverage of traditional outlets". Selling, merchandising and product knowledge training will be carried out by the Agencies.

Earlier this month Coty parted company from Helena Rubinstein because of incompatibility (*C&D*, November 8, p768) and a newly formed company—Rigese—took over the Coty range. Formed largely of ex-Coty personnel, Rigese—soon to change their name to Perfumery Distributors Ltd—say they wish to stay within traditional outlets, strengthen brand loyalty and expand via new introductions and advertising.

Meanwhile, in a letter to dealers, Rubinstein say the separation from Coty will mean a renewed emphasis on their department store business and a continuing concentration on prestige lines. ■

Screening role for pharmacists

"Pharmacists could screen men aged 50-60 for high blood pressure using latest equipment", said Professor George Teeling-Smith after the launching of the latest Office of Health Economics "briefing" on mild hypertension.

If this group were screened and treated when necessary 12,000 deaths could be avoided in the next five years. The same screening could be done by the public themselves and by factory and office nurses, but Professor Teeling-Smith suggested that general practitioners would be responsible for screening the majority of males, on routine surgery visits.

The briefing focuses on the number of deaths up to the year 1985, because it is not until then that the results of a major British Medical Research Council clinical trial on mild hypertension will be available. The report argues that there is sufficient evidence in the meantime from studies in America and Australia to show that the detection and treatment of mild hypertension can be life-saving.

In the American study, the detection and strict control of mildly raised blood pressure—in the ranges of diastolic pressure from 90-104mm Hg—reduced the mortality by 20 per cent, as compared to that in a matched sample of the population who received only routine medical care. The reduction in mortality in the treatment

group was mainly due to a reduction of two-thirds in deaths from cardio-vascular disease.

In Britain it is estimated that about 800,000 males would be diagnosed as having symptomless "blood pressure" if a screening programme were carried out in men between the ages of 50 and 65. The briefing concludes that screening for high blood pressure should be done in general practice under the National Health Service.

"Mild Hypertension" briefing No. 12 (£0.30), Office of Health Economics, 12 Whitehall, London SW1A 2DY. ■

Arsonist jailed for fire at Philips

An employee who started fires at the Philips Electrical Industries building in Croydon to show that a security guard was incompetent, caused £8 million worth of damage, an Old Bailey judge was told recently.

Robert Benham, 23, of Dundee Road, South Norwood, pleaded guilty to a charge of arson and was gaoled for four years. Mr Nicholas Purnell, prosecuting, said Benham had previously worked as a security guard at the Philips building before applying for a job as a computer receptionist. He was on a night shift in March when an alarm was sounded and the security guard went to the top floor to check it. It was then that Benham arrived at the guard's desk to see whether there was a fire in the building. He was angry that the guard was not there and a short time later had an argument with him about his duties. Things got worse because all 12 people on the night shift later heard the guard speaking to his office and complaining about Benham "in no uncertain terms".

It was in an effort to get back at the guard that the defendant went to the staff restaurant and set fire to some curtains. He then took an extinguisher and put out the flames himself. As fire engines arrived he went to the sixth floor and threw his lighted cigarette into a wastepaper bin—and left it. Firemen were investigating the fire in the restaurant when flames began leaping from the office where Benham had started the second fire. The blaze got out of control and gutted the top six floors.

Police eventually arrested Benham five days after the fire. He at first denied he was responsible but then broke down in tears and confessed.

He said he had started the fires because the security guard was, in his opinion, an idiot and he wanted to "teach him a lesson". When he realised the second fire was getting out of hand he ran into the building and used up two extinguishers in an attempt to get the flames under control, but he was forced back by dense smoke.

Structural damage to the building was about £4 million. The movement of staff and equipment and loss of business had amounted to about the same sum. ■

BNF distribution questioned

Mr Jack Ashley last week asked the Secretary for Social Services, what arrangements had been or would be made to distribute to doctors, copies of the British National Formulary, and what estimates had been made of the cost of doing so?

Sir George Young, Under Secretary of Health, said in a written reply that all doctors in the NHS will be sent the new version when it is published next year and that preliminary estimates include approximately £304,000 for the purchase and distribution to doctors of two copies a year.

He also stated that the revised format of the new BNF will contain a: "... wide range of medicines (both proprietary and approved names). It will carry prescribing notes and advice, relative costs will be indicated and medicines of choice will be clearly distinguished from less desirable preparations".

In answer to a further question from Mr Ashley asking if general practitioners were aware of their legal liabilities in respect of their use of *MIMS* publications as prescribing guides, Sir George replied that under their terms of service, doctors are obliged to prescribe whatever medicine they consider necessary for the treatment of their patient. They "are free to exercise their professional judgment in relation to such advice and guidance as they may be offered from *MIMS* or any other source.

"Independent information on medicines and therapeutics is provided by the Department to general practitioners and include the *Prescribers' Journal*, the *Drug and Therapeutics Bulletin*, and the BNF". ■

Evans recall

The batch number of the recalled Evans paracetamol tablets is OGQ 781 and not as stated in *C&D* November 15. ■



Alan Craig, Scottish team captain (right), being presented with the winning trophy for the Numark/Beecham golf tournament by Gavin Bell, sales manager Beecham Scott & Bowne (left) and Arthur Trotman, managing director ICML.

Miss Joyce Parker, FPS, FRSH, has been elected chairman of the pharmacy group of the Royal Society of Health. Mr Mervyn Madge, FPS, FIPharmM, FRSH, has been elected secretary. ■

Deaths

Hooper. On November 17, Mr E. F. E. Hooper, aged 68, at his home after some months of ill health. *Managing director of Thomas Guest, Mr D. J. Baker, writes:* "Mr Hooper has been our representative for 32 years (since 1948), he covered the London and south east territory and for a period called on chemist customers in Northern Ireland. He was very well liked, making many friends among customers and was awarded the Queens Silver Jubilee medal for long and outstanding service to the company."

Facer. On November 16, Mr Percy Albert Thomas Facer, MPS, Styvechale, Coventry. Mr Facer registered in 1940.

Fowler. On November 16, Mr Reginald Arthur Fowler, MPS, Arundel Road, Brighton. Mr Fowler registered in 1926.

Swaffield. On November 17, Mr William Christopher Swaffield, MPS, Sanderstead, South Croydon. Mr Swaffield registered in 1920.

News in brief

■ Distalgesic tablets deleted from part IV is one of the changes included in the second list of revised prices and amendments to the 1980 Drug Tariff for England and Wales. Among the changes notified in advance, disposable EMA film gloves can be ordered on FP10s from December 1.

Taxing times

I like the thought of getting a poster from the PSNC headed "NHS Prescription Tax". The words that follow help to point out that it isn't our pockets which are going to be lined by such loot—the tax is simply intended as a deterrent to further increases in the NHS drug bill.

This approach reminds me of a man building a dam around a watertank whose tap is turned full on, in an attempt to stop losing water. Pathetic, when anyone with an ounce of sense and an atom of courage could wrap up the problem in half a day's work by producing a specific table of prescribing rules for the people who prescribe.

Quite apart from saving money, the innate obscenity of the success of a DUMP campaign which turns up 229lbs of unused drugs and 40 gallons of wasted medicines, demands that changes should be made on moral grounds. If any doctor bleats about loss of freedoms, let him eat the surplus he had ordered over a month or two.

Trade price

A couple of weeks ago I expressed surprise at the prices shown on the current Sangers' BB list for Beechams Foods and Checkwate in particular. In last week's *C&D* there was a reply from Mr Ramsay which makes interesting reading, for it raises the question of what constitutes a "trade price"? For some years now Sangers have charged us anything from 1-4 per cent extra for OTC goods ordered in quantities less than whole dozens or makers' outers. I resent it, but can follow the reasoning.

In his letter, Mr Ramsey writes: "Because of breakages all soft drinks are supplied in complete outers. It is therefore impossible for our customers not to obtain the 8 per cent discount." But the price from which the customer wins this discount has already been uplifted by some 4½ per cent over the trade price now published by Beechams. It turns out therefore that what every chemist I know assumed to be a discount from makers' published list price is nothing of the sort. We have in fact two "trade prices".

Do Sangers obtain their case

price by multiplying their "splits" price by 12? I suspect that if we upped the makers' recommended retail prices before discounting them in our shop windows there might be some spectacular repercussions? It is the same thing isn't it?

Postbag

In another letter, from Mr Sims of Dorset, you will have learned about a second attempt "to use pharmacy as a cheap advertising medium" by the distribution of free dispensing bags bearing, in the form of a freepost folding envelope, an offer to send information about a hospital insurance scheme.

I've seen the bag. You know my views, and I'm sure you will join me in congratulating the NPA for stating publicly that it would be wholly wrong for such advertising to be associated with a professional service. (Odd that it is a business association which has had to take the lead in what is essentially an ethical matter, though I did see that our Council is to discuss the matter in December.)

But since it may be unethical for pharmacists to use them in their businesses we must leave it to the lucky recipients to dispose of them in the most effective way . . .

Tenterhooks

Each week sees a further deterioration in the sordid drama at Tenterden. I was tempted to laugh at the dilemma of the doctors who dispensed £13,000-worth of medicines for patients not yet on their lists, and then found they would not—indeed could not—be paid for them.

But laughter from a distance is no help to pharmacists fighting for survival, with the patients whose goodwill they need, being used as the tug-of-war rope between their chemist and their doctor. But at least the Kent Family Practitioner Committee seems willing to do more than nod respects to the role pharmacists play in the community. ■

LETTERS

Retirement functions for Bath professor

Professor D. A. Norton, head of the school of pharmacy & pharmacology, University of Bath, retires at the end of the 1980-81 session after a long and distinguished association with the School ranging from Unity Street to Claverton Down via Ashley Down. There will be a number of functions organised by different groups in 1981 to mark this event including a "valedictory evening" function organised by his colleagues on Friday July 10, 1981.

This announcement is made to give early warning to former students and staff, members of other schools of pharmacy, pharmacists in the local branches and all the many other interested parties. The function on July 10 will be held in the senior common room of the University of Bath and a presentation will be made during the evening. Every attempt is being made to contact persons and groups who will want to be informed of the detailed arrangements and we

would welcome an early reply from all who wish to be present or receive information. Those wishing to be associated with the presentation are invited to send contributions to the "Professor Norton retirement fund" c/o Shirley M. Hancock, at the address below.

J. I. Harris

Directors of Studies for Pharmacy School of Pharmacy, Pharmacology, University of Bath.

Thanks!

Since it is not possible to write individually, may I through your columns thank my colleagues who subscribed so handsomely to my presentation. On behalf of my wife and myself may I also thank all who contributed their time and energy to making November 2 a day which we shall remember always with much pleasure.

Robert Mackay

Gorebridge, Midlothian

In reply

As Xrayser is generally complimentary to NPA services, I hope he will not feel it churlish of us to cavil at his criticism of NPA white coats.

Perhaps I should first mention that "NPA white coats" are available both from St. Albans (dispensary coats) and Warminster (counter coats). The St. Albans dispensary coats do not have the zips of which Xrayser complains and are available at £5.99 each (gents) and £6.99 (ladies). The Warminster (ICML) counter coats used to have zips but these have been changed to snap fasteners, like ours. Their price is £8.50 (prices inclusive of carriage, VAT extra), compared with Xrayser's new nylon coats at £8.85.

J. A. Goulding

NPA Services
St. Albans

Checkmate?

In his letter to you (November 22) Mr Ramsay of Sangers claims that their price for Checkmate of £4.29 is the "most competitive price currently available". I'm afraid he is wrong.

This product is currently on offer to Macarthy's Numark customers at £4.18 (plus a further discount available depending on total of monthly Numark purchases).

D. A. Savory

Director, Macarthy's Ltd



DRAW WINNERS Week 7 of 10

First Prize of £100

Lemsip Bonus Bond No. 04287

Second Prizes of £10

Lemsip Bonus Bond Nos. —

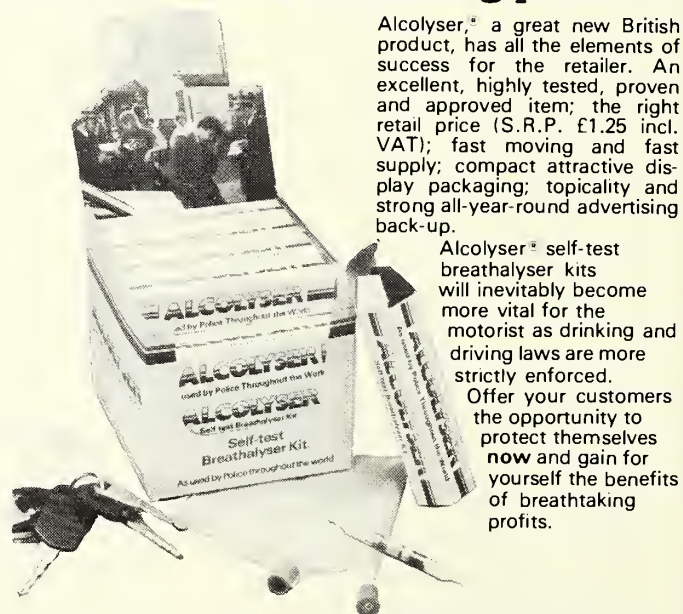
06077 07228 00908 03358

06090 02099 07214

05667 01218 00870

CONGRATULATIONS FROM THE BRAND LEADER — LEMSIP
Winners will be confirmed by post and prize cheques will be despatched direct to the address shown on the counterfoil.

Breathtaking Profits ... from a breathtaking product



Alcolyser, a great new British product, has all the elements of success for the retailer. An excellent, highly tested, proven and approved item; the right retail price (S.R.P. £1.25 incl. VAT); fast moving and fast supply; compact attractive display packaging; topicality and strong all-year-round advertising back-up.

Alcolyser self-test breathalyser kits will inevitably become more vital for the motorist as drinking and driving laws are more strictly enforced.

Offer your customers the opportunity to protect themselves now and gain for yourself the benefits of breathtaking profits.

ALCOLYSER

Self-test Breathalyser Kits

For further information and samples contact:

Sole Distributors Limitward Ltd

10, Plaistow Lane, Bromley, Kent BR1 3PA

Telephone: 01-460 1365/01-466 6658 Telex: 8951682 Call Back: SEL GRP

Made in UK by Lion Laboratories Ltd.

UK Patent No. 1:143 813 World Patents Pending

COUNTERPOINTS

Supersure minipads now in 20s packs

Robinsons of Chesterfield are to add a 20s pack to their range of Supersure press-on mini pads. The company believes that 20 per cent of all mini pad sales are in the larger pack sizes and they are offering a discount on the wholesale price for all orders of the new pack placed by the end of December. The new 20s pack comes in chrome yellow polythene packaging and is supplied in cartons of 12.

Robinson of Chesterfield, Wheatbridge Mills, Chesterfield, Derbyshire. ■

Factor range for Harrods

Max Factor have introduced a skin care system exclusively to Harrods. Living Proof, the company says, "introduces individual and totally complete skin care regimens for the three major skin types; oily,



normal/combination and dry/sensitive." All products are hypo-allergenic and fragrance free and the company says that "Precise investigation and understanding of the ageing process enabled Max Factor's team of scientists to discover and confirm the key ingredients necessary for youthful skin".

With a price range of £5.50-£13.25 packaging for Living Proof comprises square frosted bottles, silver outer cartons, and white plastic ampoules and tubes. Availability will be expanded to "other major stores" from February. *Max Factor Ltd, 16 Old Bond Street, London.* ■

PRESCRIPTION SPECIALITIES

Squibb extension

Squibb Surgicare have extended their system 2 ostomy range to accommodate larger loop ostomies, wounds and fistulae.

From December 1, the range will include a 100mm flange on a 152mm x 152mm Stomahesive wafer (10, £26.40) and a 127mm x 127mm Stomahesive base for the 70mm flange size (10, £22). Drainable pouches for the 100mm flange size (10, £11) and loop ostomy rods for both flange sizes (10, £5.50) will also be available. Loop ostomy starter sets are being introduced (70mm £4.40; 100mm £5.86).

Surgicare system 2 is designed for routine management and immediately following operation. The Stomahesive flange provides skin protection over several days, during which time pouches can be removed for

inspection or replacement as often as necessary without disturbing the attachment to the skin. *Squibb Surgicare Ltd, Reeds Lane, Moreton, Wirral, Merseyside L46 1QW.* ■

Upjohn introduce another penicillin

Upjohn are introducing Ambaxin tablets (100, £17.92 trade) from December 1.

These are white, oblong tablets, scored on one side with "130" marked either side of the score and with "Upjohn" printed on the reverse side. Each tablet contains 400mg bacampicillin hydrochloride and the normal adult dosage is one tablet twice a day.

A full monograph will be printed next week. *Upjohn Ltd, Fleming Way, Crawley, West Sussex RH10 2NJ.* ■

Calciferol strength

From December 1 when the new BP comes into effect, calciferol tablets high strength containing 10,000 units (0.25mg) calciferol will be the official

preparation replacing calciferol tablets strong BP 1973 which contain 50,000 units (1.25mg) calciferol.

Evans have announced that the official tablets will be available from the above date, and that they will continue to make calciferol tablets strong available so long as demand continues. The new tablets (100, £1.40 trade) will also be white sugar coated but are slightly smaller than the older ones and therefore presented in a smaller Securitainer. *Evans Medical Ltd, Greenford Road, Greenford, Middlesex UB6 0HE.* ■

Ganda eyedrops

Smith & Nephew Pharmaceuticals have introduced an additional strength of Ganda eyedrops. Ganda 1+0.2 contains guanethidine monosulphate 1 per cent and adrenaline 0.2 per cent in a buffered isotonic solution. It is available in 7.5ml dropper bottles (£2.80 trade) enclosed in nitrogen-filled pouches. *Smith & Nephew Pharmaceuticals Ltd, PO Box 7 Bessemer Road, Welwyn Garden City, Herts AL7 1HF.*

Moditen elixir

Once current stocks are exhausted, Moditen elixir, 60ml bottles, will no longer be available. However, the tablets (containing 1mg, 2.5mg or 5mg fluphenazine hydrochloride) will continue to be available. *E. R. Squibb & Sons Ltd, Reeds Lane, Moreton, Merseyside L46 1QW.* ■

Co-fram markings

Abbott Laboratories wish to point out that contrary to previous statements, Co-fram tablets do not currently carry an Abbott logo.

Co-fram tablets will bear the Abbott logo from April/May 1981. *Abbott Laboratories Ltd, Queenborough, Kent.* ■

Halcort-forte stocks

When present stocks are exhausted, Halcort-forte cream (halcinonide 0.1 per cent), 15g pack, will no longer be available. *F.A.I.R. Laboratories Ltd, Reeds Lane, Moreton, Merseyside L46 1QW.* ■

COUNTERPOINTS

Moisturising lotion added to Roc range

Ultra-fine protective base is the latest addition and first moisturising lotion to be added to the Roc range of hypo-allergenic unperfumed products. Described as a very light, fluid emulsion which counteracts water loss from the skin's surface, Ultra fine protective base (40ml, £3.75) is also said to be suitable for all skin types except the very dry. Packaging comprises a frosted glass dispenser bottle. *Roc Laboratories UK Ltd, 46 Mount Street, London W1Y 6EJ.* ■



Tiffany stays on market

Following the takeover of the Fulford Williams range of products and a reappraisal of the various brands Mentholatum are to continue marketing Tiffany toiletries and cosmetics. Inquiries should be directed to *the Mentholatum Co Ltd, Longfield Road, Twyford, Berks.* ■

Coupon correction

The coupon contained in the Newton Laboratories advertisement (p829 last week) should have read "six pairs at £18.98 per pack" rather than per pair. ■

Unichem promotions

Unichem are running two member promotions from December 1-22. Seasonal savings is the theme of members money makers, and a window poster will be supplied with promotion orders.

Products on offer are—Gillette G11 and Contour cartridges, Contour and Slalom razors, Kotex Simplicity, Nice 'n Easy, Rennie's, S.R. toothpaste, Sunsilk shampoo, and Supersoft hairspray.

A seasonal "Presents for all the family" poster will also be given to any member who orders the Unichem members bargains promotion running until December 22 and including Aspro, Alka Seltzer, Angiers junior aspirin, Crest, Chapstick, Dettol, Silvikrin, Pennywise, Ponds cold



In their latest promotional offer, Tudor are again supplying magicubes, flashcubes and super 10 flip flash in duo packs. Each pack carries a £1 D&P voucher redeemable up to April 30. Additional incentives to dealers are available depending on volume ordered—these include maximum discounts of 43 per cent or holiday vouchers worth £875

cream and vanishing cream, Silvikrin hairspray, Ultrabrite, Harmony hair colourant, Head & Shoulders, Lipsyl, Nivea creme, Duracell batteries, Elseve shampoo, Eno and Gold Spot. *Unichem Ltd, Crown House, Morden, Surrey.* ■

A clean sweep?

Temana are launching a chimney cleaner which they say keeps boilers and chimneys clean cutting both fuel and servicing costs. Co-mate (£2.50) is a mixture of chemicals which the makers say can be used on open fires, closed solid fuel boilers and oil fired central heating boilers. The launch will be supported by a Press campaign in popular dailies and the DIY Press at the end of November. A second burst is planned for February/March. *Temana UK Ltd, Sealand, Chester.* ■

Innoxa offers for New Year

Innoxa are supporting their skin care ranges during January with three offers. Five of their most popular products will be available in giant sizes; cleansing milk, skin freshener and astringent will be available in 250 ml sizes at the 125 ml prices and tender touch and skin balm will be available in 100 ml sizes for the normal price of 50 mls. White mask facial tubes will be available in a display pack with an offer price of £1.50 (normal price £1.70) and a banded pack of solution 41 (normal price £1.60) and medicated soap 41 (normal price 85p) will be available at the retail price of £2.00 (a saving of 45p). *Innoxa, 202 Terminus Road, Eastbourne, Sussex.* ■

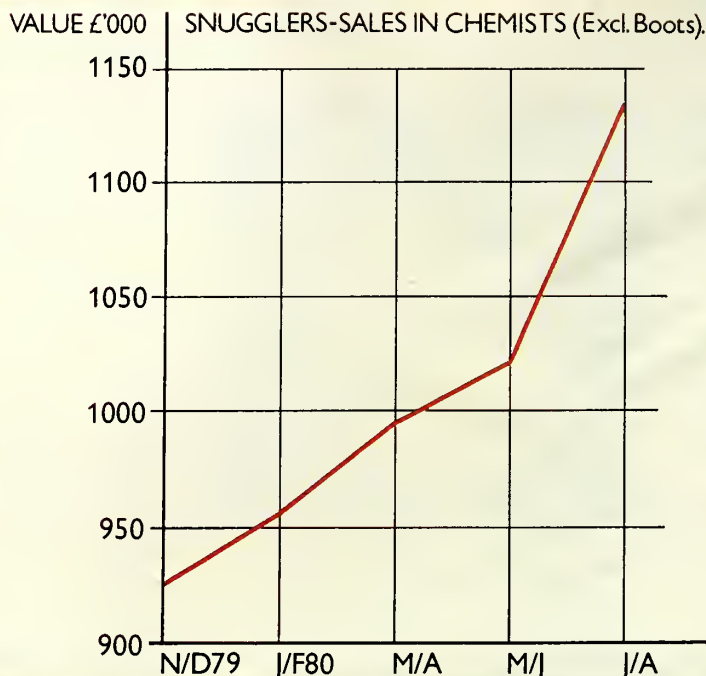
TCP campaign

Uniclife are to advertise TCP on television following what they describe as an upsurge of sales this year. The national campaign will begin in December and run through until the second week of February. *Uniclife Ltd, 5 Trident Way, International Trading Estate, Brent Road, Southall, Middx.* ■

ON TV NEXT WEEK

Ln	London	WW	Wales & West	We	Westward
M	Midlands	So	South	B	Border
Lc	Lancs	NE	North-east	G	Grampian
Y	Yorkshire	A	Anglia	E	Eireann
Sc	Scotland	U	Ulster	CI	Channel Is

Alka Seltzer:	All areas
Anadin:	All areas
Carpet Fresh:	All areas
Cosifits:	Lc, Y, NE, U, B
Crest toothpaste:	Y, A, U
Denim aftershave:	All areas
Haliborange:	Ln, Y, Sc, NE
Heinz babyfoods:	Ln, WW
Jovan:	All areas
Mac lozenges:	M, WW, So, A, We
Oil of Ulay:	All areas
Pagan Man:	All areas
Polaroid model 1000:	All except E
Sine-off:	Ln
Sucrets:	WW
Tamsit chairharness:	M
Vosene shampoo:	All areas
Zest toilet soap:	M, Lc, Sc



The side of Snugglers that speaks for itself.

Snugglers

No 1 in chemists—sales since last year.....up 44%*

No 1 in chemists—value share.....60%*

No 1 in chemists—volume share.....41%*

No wonder Snugglers is still Britain's biggest selling disposable nappy. Available in five sizes.

CURITY
Snugglers

*Independent retail audit

Britain's biggest selling disposable nappy.



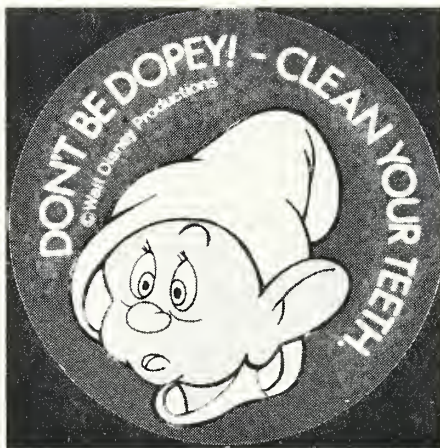
POS material to create customer loyalty

Suggestions for new point of sale material, shelf-edge labels, decorations for counter-bags, and badges for children which may encourage them to press their mothers to return to "that chemist's shop" come from Sessions of York.

Sessions are label specialists and produce motivators in the form of self-adhesive stickers or badges for the specific requirement of a client. You may supply your own ideas on design and content from which they will produce art-work; alternatively send your own. They have licence arrangements with Walt Disney Productions and so Disney characters, or indeed other cartoon or non-cartoon characters, can be incorporated in the design together with your own message and shop name as you require.

Delivery of motivators would take one to two months from confirmation of design specification, and price is dependent on number of colours, material specification and quantity (minimum quantity 1000 from *William Sessions Ltd, The Ebor Press, York YO3 9HS*).

An example of the use of such motivators is provided by the dental profession some of whose members



give away a range of Disney badges emblazoned with appropriate dental slogans to children, with the aim of getting across the message in the slogan and also stimulating them to return. These motivators, which are marketed by Dentomax Ltd, may be suitable as a give-away to mothers purchasing products for baby or child use, or direct to children in the pharmacy. Price is £11 excluding VAT for roll of 500 with two designs. *Dentomax Ltd, Carr House, Carr Bottom Road, Bradford.* ■

Riststrap support

Litesome Sportswear have introduced a wrist support—the Riststrap (£1.25). It is composed of 87 per cent cotton and 13 per cent rubber and is adjusted for size by Velcro fastening. The Riststrap is available in natural, red, blue and black. *Litesome Sportswear Ltd, Litesome House, Keighley, West Yorks.* ■

Deep Fresh bathroom book from R&C

Reckitt and Colman have sponsored a book on the history of the bathroom entitled "Deep Fresh". This is a revised edition of the book by Lawrence Wright called "Clean and Decent", first published in 1960.

The period covered by "Clean and Decent" virtually ended with the

second World War and Reckitt and Colman provided the material for a new final chapter updating the story.

"Deep Fresh" is published by Routledge and Kegan Paul (£2.95) and as well as books their sales representatives will have samples of Deep Fresh bath additive for the bookshops. *Reckitt & Colman Products Ltd, Pharmaceutical Division, Dansom Lane, Hull HU8 7DS.* ■



Hot lemon & honey drink in sachets

Pearce Duff have launched a lemon and honey drink called Hot Tots, with added vitamin C. It is sold in boxes of ten sachets (£0.52) which require the addition of hot water.

The Hot Tots concentrate contains not less than 250mg vitamin C per 100mls and Pearce Duff say that one sachet meets the requirements of the Medical Research Council (1953) and the World Health Organisation (1970) for daily vitamin C intake.

Geoff Hand, Pearce Duff's sales director, states: "Our research showed that there was a gap in the market for a winter hot drink for children. Hot Tots also makes a marvellous hot toddy by the addition of something a little stronger" *Pearce Duff & Co Ltd, Humphrys Road, Woodside Estate, Dunstable, Beds.* ■



Fisons have Vapex

Fisons Ltd have been appointed the sales agent for Vapex inhalant. Orders may be included with the other Fisons products and will be subject to the same discount terms. The retail price remains as £0.56. *Fisons Ltd, Pharmaceutical Division, Derby Road, Loughborough, Leics LE11 0BB.* ■

Eminence orders

Distribution of the Eminence range of men's toiletries has been transferred from Contec Marketing Ltd to *Contec Export Ltd, 102 Queens Road, Brighton BN1 3XX.* ■

SLALOM[®]

**GIVES A NEW
ANGLE TO YOUR
DISPOSABLE ASSETS...**



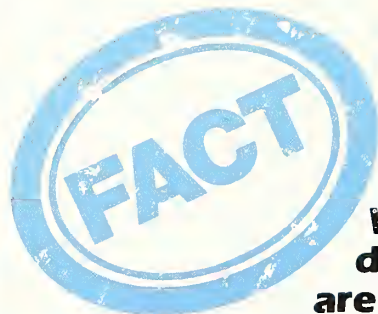
Gillette® SLALOM

doubles your disposable opportunities

Gillette SLALOM, the world's first pivoting head disposable will help you to make more profits from the expanding disposable market than ever. SLALOM will be the most advanced disposable razor on the market and with £1 million advertising backing will ensure maximum product off-take.

Put it alongside the already proven Gillette Two Blade Disposables, watch them sell themselves and double your profit opportunities.

Gillette SLALOM is the latest in a long line of Gillette shaving firsts, all designed to offer retailers top profit returns while giving consumers the very best in shaving.



While disposables are the fastest growing sector of the shaving market, value growth has fallen behind volume.



osable profit



Gillette will outspend all competitors in this market on advertising and promotional expenditure with over \$1.2 million on SLALOM.



Win with the winners



Win with the brands
that are going to make
the highest profit for you.
Stock the Gillette products –
Gillette Two Blade Disposables
and the new Gillette SLALOM.



A free offer that stands up and speaks for itself.

This year will be a record year for Snugglers' sales. Next year we're confident we'll sell even more.

Chemists who'd like to cash in can get this attractive display stand free with a minimum purchase of six cases of Snugglers. If you're interested (and who wouldn't be) fill in the coupon.

CURITY
Snugglers

Britain's biggest selling disposable nappy.

I am interested in finding out more about the Curity Snugglers merchandising stand offer. (PLEASE USE BLOCK CAPITALS).

Name

Position

Name and address of store

Send to: Snugglers Chemist Stand, Colgate-Palmolive Limited, 76 Oxford Street, London W1A 1EN.

This offer is subject to availability.

EEC REPORT

by Richard Carswell, senior executive, CSM European Consultants Ltd.

THE EEC's Consumers' Consultative Committee (CCC), which represents European consumer organisations and has consultative status with the EEC Commission, has published a statement calling for national legislation on pharmaceutical products to be progressively harmonised at the European Community level. And it also wants European terms to be established governing new product registration.

In particular the Committee is in favour of:

- ☐ setting up a European registration office
- ☐ standardising national trademarks and packaging at European level
- ☐ inclusion of the international names of products in advertising (last month the European Parliament called on the Commission to pursue Community measures to harmonise laws on advertising medical products)
- ☐ giving information on labels, in the same type, next to the trademark
- ☐ better education and research into clinical pharmacology
- ☐ better guarantees of patients' rights by improving clinical tests
- ☐ making labels drawn up in collaboration with consumer representatives compulsory.

Product liability

The British Government will press for the incorporation of the "state of the art" defence in the EEC's Draft Directive on product liability, according to Mrs Sally Oppenheim, Minister for Consumer Affairs, in the House of Commons on November 4.

For years consumers in Britain have had the benefit of strict liability against the supplier under the Sale of Goods Act, recently strengthened by the Unfair Contract Terms Act, under which there is no state-of-the-art defence. The right, however, does not extend to third parties—those who are injured by goods but who did not purchase them in the first place.

Alongside the Sales of Goods Act rights consumers have also had the right of redress through common law—the tort of negligence. (Increasingly, the interpretation of this by the courts has been that negligence is assumed as

in the famous "snail in the ginger-beer bottle" case.)

But the absence of negligence is still in theory a defence for producers. Therefore a consumer injured by a new product, which he or she had not personally bought, might be left with no compensation whatsoever. This gap would be filled by the EEC Directive.

The British Government will be joined by other EEC governments seeking the inclusion of a state-of-the-art defence in the final Directive. The European Parliament has said it would be wrong to impose an extra burden on manufacturers and has voted for a state-of-the-art defence, but that vote was subsequently ignored by the Commission.

Mrs Oppenheim indicated the need, as she saw it, to avoid undermining the professional position of doctors and ancillary medical services, and of pharmacists, and the relationship between doctors and patients. It was a matter, she said, which needed to be examined in considerable detail.

During the debate Mr Gordon Oakes raised several interesting questions: who was the producer of what was dispensed by a pharmacist? Was it the manufacturer of a medicine, which normally came in a package, or was it the pharmacist who made up a prescription? What records would have to be kept in case an action was subsequently brought because the manufacturer of a product tried to shift responsibility on to the pharmacist?

Parallel imports

The European Commission has proposed a Council Directive to amend Directives already in force which govern the harmonisation of the laws of the "nine" relating to proprietary medicinal products. The purpose of the draft Directive is to prevent manufacturers and their approved representatives from maintaining a monopoly on the import and marketing of proprietary medicinal products.

The proposal is the result of a judgment by the European Court of Justice which declared that steps must be taken to prevent "the manufacturer of the pharmaceutical product in question and his duly appointed representatives, simply by refusing to produce the documents relating to the medicinal preparation in general or to a specific batch of that preparation, to enjoy a monopoly of the importing and marketing of the product". The Court also called for freer circulation of

products within the Community while at the same time ensuring the effective protection of the health and life of persons.

The draft Directive aims to introduce a system of registration of parallel importers as persons responsible for marketing. This would be necessary for proper supervision of the market by the competent authorities.

The draft Directive is being looked at by representatives of the European pharmaceutical industry, in particular the Professional Industrial Pharmacists' Group of the EEC which also includes representatives from the UK. Their views will undoubtedly be reflected by some members of the Economic and Social Committee and the European Parliament, the two bodies of the EEC which are constitutionally required to give their opinion on the proposal before it is adopted and made law by the Council of Ministers (ie. the nine governments of the Community).

Health priorities

The European Commission is working on a draft action programme in the health field listing priority measures that could be taken at the EEC level. When the nine EEC Health Ministers last met (two years ago) they felt the Community could take action in two areas: funding health services and health education. It seems the Commission's new paper looks into the possibility of devising a programme to cover:

- ☐ financing health facilities and primary health care
- ☐ health education
- ☐ developing medicines and environmental hygiene
- ☐ introduction of a European health card
- ☐ cataloguing heavy medical equipment
- ☐ mutual provision of health care in the event of serious accidents or exceptionally serious illnesses
- ☐ medical research and public health.

Action against Denmark

The EEC Commission has brought an action against Denmark (a Community member) before the European Court of Justice claiming that the Court should declare Denmark is breaching the EEC Treaty by requiring any person authorised to import, export, store, deal in, supply, distribute or package medicines to have a representative with

Continued on p876

CSM European Consultants Ltd, Eagle House, 109 Jermyn Street, London SW1 is an independent consultancy which advises companies and trade associations on EEC legislation and policy.

How to persuade someone to pay £1.39 for a cold treatment.

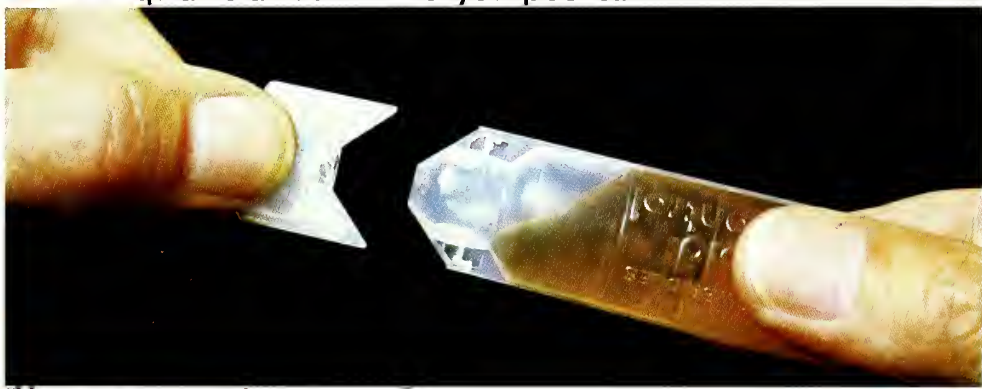
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2



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3



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The Electricity Council, England and Wales.



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someone else might.**

Script levy offers a 'quid pro quo'

"It is my confirmed belief that the £1 prescription levy imposed by the Government will in the long term be good medicine for pharmacy". That is the conclusion of Bournemouth pharmacy-group proprietor J. Barrie Thompson, FPS, FIPharmM. In this topical article he explains why.

"A quid pro quo" is a personal reaction to the £1 levy due to be implemented next month.

I use the phrase so that I may brutally corrupt the translation from the ancient tongue into "£1 for a public relations operation"! Although I subscribe wholeheartedly to the concept that all prescribed medication should be completely free of charge, we are faced with a *fait accompli*, hence a logical attitude seems to be a concerted effort to turn an iniquitous burden on already over-laden taxpayers to theirs and the pharmacists' advantage.

Most people seem to agree that the £1 levy will have an adverse effect on NHS script turnover. Some of the reasons are listed below. Paid scripts in our own pharmacies account for some 43 per cent of the total dispensed each month, and there seems little doubt that this percentage will fall.

It also seems probable that the doctor and the patient will tend towards prescriptions requiring larger quantities or a greater number of days' treatment in order to save the patients' money and the doctors' time, but this action will unfortunately reduce the pharmacists' number of professional fees, and hence a reduction in the gross profit on the NHS cheque.

It also seems reasonable to assume that there will be a greater demand on the pharmacists' time for patient counselling in those areas of illness for which the doctor was previously consulted, but which the patient now hopes can be treated more expeditiously and more cheaply by a visit to the pharmacy.

All the prophets of gloom are gathering once again to bemoan yet another mortal blow to the profession of pharmacy by a Government which pledged itself to supporting private enterprise and maintaining the viability of pharmacists, yet in the

same breath trying to reduce the NHS drug bill.

In my own opinion the drug bill could be dramatically reduced if the doctor were to spend more time with the patient. If the doctor claims that he is unable to do this then I venture to suggest that it is the pharmacists' duty and opportunity to fill a role which the doctor has abrogated.

If there are more demands on our knowledge for counter-prescribing, counselling and advice it will dramatically alter the job description of the pharmacist and our public image. I would therefore like to briefly discuss the changes that the £1 levy implementation will have on (1) the job description of pharmacists; (2) the pharmacist's public relations image (both visual and implied).

Job description

If the majority of contractor pharmacists were asked to write out a job description and allocate the amount of time each day engaged in activities that could be carried out just as efficiently by a 17-year-old trainee technician, they would, I suggest, be ashamed to admit the gross failure of the profession to delegate the menial tasks and to concentrate on the profession tasks.

How many of us stand for more than half the day writing labels or pouring tablets through a Kirby Lester? Little wonder that an observant Minister of Health once talked about "de-skilling" the activities of the pharmacist.

I would submit that the pharmacist's job description with 95 per cent of prescriptions is checking that the right items have gone into the correct bottles and that the labels convey legibly to the patient the prescriber's intentions correctly and the handing of the completed

prescription to the patient with professionalism.

Leslie Robertson of Luton's recent survey showed that 33 per cent of all prescriptions were sadly lacking in the area of directions to the patient. What a magnificent opportunity to display our professionalism—by indicating the normal dosage and emphasising patient compliance with the directions. We also hear from other recent surveys that 69 per cent of all prescriptions are repeats of previously prescribed medication, and again with an even greater shortage of directions to the patient.

Would the patient be impressed if we showed our concern that there were no specific directions and we proceeded to help them to understand how the products should be taken in order to help them get better?

How many of us orally warn the patients about alcohol consumption or driving when they are taking a prescription containing antihistamines? How many of us advise patients to take a course of vitamin B when they are taking tetracyclines but not to drink milk or take antacids when they are taking their antibiotic?

Just 30 seconds with each patient could significantly increase our pharmaceutical professionalism. From personal experience in applying these new job description principles the patients return for more, not only scripts but OTC products as well. It is interesting to note that for every product which is prescribed by a doctor the patient will buy two from elsewhere. It is up to us as pharmacists to ensure that those OTCs are bought from the pharmacy and not from the cut-price drug store or the corner grocer's shop.

We understand that the reason for this level of self-medication is due to the patient's hesitancy in the doctor's surgery, where the average consultation time is 6½ minutes—which includes the writing of the prescription where necessary.

When talking to patients about their consultations in the doctor's surgery the old ones in particular feel that they are "rationed" to only one complaint, and are very reluctant to use the gambit of "Oh, while I'm in here doctor....."—because of the speed with which the consultation takes place and the length of the queue in the waiting room. Thus when they come into the pharmacy they are often bursting to ask about their other complaints.

Continued on p876



Let there be no doubt in any of our minds, when patients come into the pharmacy for advice *they want to see a pharmacist*, and providing them with such an opportunity *must* be much higher on our job description than counting and labelling. Fulfilling this need is a pure professional public relations operation.

Public relations

Public relations, like beauty, is in the eye of the beholder. Therefore in £1 PRO we must be *seen* to be doing this effectively—seen in both the physical and abstract senses of the word.

Be seen physically in the dispensary. The easiest way of being seen at all times is through the medium of the shop design and layout. In the three pharmacies in the Bugden & Parr group, the dispensary is raised above the sales area level by some 15in and is completely open to public view in order that the patient can see the pharmacists performing their supervisory functions.

Again, from our own personal practical experience this particular facility dramatically increases professional standing and prescription turnover. The patient can *see* the pharmacists engaged in activities directly related to the relief of their ailments—a pure professional activity.

Be seen physically outside the dispensary. In our group of pharmacies it is a constant directive that the pharmacist, wherever possible, should hand the medication to the patient with appropriate words of advice on dosage, side effects where applicable, storage, social service advice, particularly the purchase of a pre-payment certificate, all of which are designed to enhance the

Mr Thompson in his raised dispensary

professional *service* at the dispensary.

Again where possible the patient should be given the opportunity to discuss the problems they felt they were unable to discuss in the doctor's surgery. We find that this permanent availability of the pharmacist increases script volume, but by so doing imposes a greater pressure on the time we can spend with each patient.

The doctor will allocate 6½ minutes to each patient, whereas at peak periods prescriptions are being handed out from the dispensary at the rate of one every 35 seconds. We still believe that this factor alone is sufficient to warrant the immediate implementation of the "second pharmacist allowance".

Be seen to be professional. Referring back to the new job description of the pharmacist, we must be able to put into practice those attributes we claim as ours, the most frequently used one being the "expert on drugs".

How many of us from memory could give an immediate answer if we were asked whether it was safe to take Night Nurse at the same time as Navidrex-K? Agarol with Aldomet?, or Mucron with Mogadon? Dare I suggest, very few?

How many of us could provide the patients with correct, sound advice on the contraindications of the medications they are currently taking?

I accept that with practice and constant study our expertise can and does increase, however there is an immediately available answer—the micro-computer. We use the Unichem PRIDE system in one of our pharmacies. The answers to the questions previously posed could appear in fractions of a second at the touch of half a dozen keys on a visual display terminal.

At this point in time we are actively engaged in assessing public reaction to a visual display terminal at the prescription reception point in order to overcome (if indeed it exists) any anti-reaction to a computer in the pharmacy.

It is our sincere belief that only with computerised techniques can a patient be provided with rapid, accurate and relevant information concerning the medication they are currently taking, but the physiological and pharmacological knowledge of the pharmacists will *always* be required to interpret for the benefit of the patient the answers provided by the computer.

Once patients see the answers to their queries coming positively to their assistance, not only will the professionalism of the pharmacist be greatly enhanced but our role in primary health care will be more established, and in the fullness of time, through the various cost inquiries, the premium for the part we will play become realistically reimbursed.

EEC REPORT

Continued from p875

an address in Denmark. The Commission maintains the requirement is an obstacle to Community trade.

Marketing authorisation

Following the European Community Directives adopted in 1975 all manufacturers of, and persons responsible for marketing proprietary medicinal products may now use a new procedure for placing their products on the markets of member States: they may go through the Committee for Proprietary Medicinal Products attached to the EEC Commission.

The product in question must first have obtained a marketing authorisation in one of the Member States. (Vaccines, toxins and serums, products based on human blood or blood constituents, radioactive isotopes and homeopathic proprietary medical products may not benefit from this procedure.) Applications for authorisation via the Committee must relate to at least five other member States.

The Committee can consider any divergent decisions taken by the member States as regards the authorisation, suspension or revocation of a marketing authorisation, but the opinions of the Committee will not be binding on member States and will not replace national decisions. ■



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'Offensive' advert in Arab newspaper

Rivalry between chemists shops serving Arab customers in London led a pharmacist to break professional rules on advertising, the Pharmaceutical Society's Statutory Committee heard last week.

Mr Lawrence Harding, of Maitland Court, Lancaster Terrace, Paddington, wrongly advertised his professional services in the newspaper *Al Arab* and the advertisement could be taken as drawing an invidious distinction between pharmacists, said Mr Josselyn Hill, for the Society. As superintendent pharmacist of a company called Pax Medica Ltd, he should have made every effort to ensure that the advert did not contravene the accepted standard of the profession before it appeared. The advert, printed in Arabic in the newspaper in August last year, referred to the company's pharmacies in Marylebone High Street, trading as Langham Pharmacy, and in Beaumont Street, trading as F. A. Rogers.

Mr Hill said the advert stated: "We are two well-known chemists and we offer very good personal service in all your needs in medicines, perfumes and cosmetics. We have readily available all agencies in cosmetics and perfumes. We also ensure a fast, efficient service." It gave the addresses of the shops and the names of two Arab "doctors", inferring that they were medical practitioners. However, they were qualified pharmacists from Egypt but not registered in this country.

Mr Harding said the advert had been wrongly translated by the newspaper, and should have referred only to "shops" and not "chemists." He agreed that the reference to medical requirements could have been offensive, and told the committee that he had no desire to advertise again and wished to apologise.

Mr Peter Bowsher, QC, said that Mr Harding had been "sorely provoked" by the activity of another pharmacist in the area, and despite his complaints to the Society no action was taken against the other man. He said Mr Harding had sent a draft of the advert to the Society's legal department before it appeared, and had received no reply.

The chairman, Sir Stanley Rees,

said Mr Harding undoubtedly felt aggrieved that the Society did not reply to his letter about the advert. Both drafts of the advertisement were offensive, and what appeared in the newspaper was plainly in breach of the Society's guidelines on advertising. He said that in view of the background the Committee would take no action against either Mr Harding or the company.

Deferred decision

A pharmacist from South Wales who cheated the Health Service was reprimanded by the Committee.

A decision on the future of Mr David Tudor Enoch, of Louvain Pharmacy, Trimsaran, Kidwelly, as a pharmacist, had been deferred last year, to allow a suspended prison sentence imposed at Carmarthen Crown Court to expire. Mr Enoch was given a 12 months sentence and ordered to pay £1,203 compensation to Dyfed Health Authority after admitting deception and false accounting. He told the earlier hearing that he had falsified prescriptions because of financial problems.

His representative, Mr Roger Howells, asked the Committee to accept his apology and allow him to continue to practise. He said Mr Enoch was a popular man because of his efforts to look after the health of the people in a small community in which he ran the only pharmacy. "He not only runs the shop but visits their homes when requested. Occasionally there are people knocking on his door. It's a very small shop and the rewards are low, but he likes it there and the public like him."

After considering testimonials from two other pharmacists and a report by the Society's inspector, the chairman, Sir Stanley Rees said: "We hope and believe this will be the last occasion this committee will have to consider any misbehaviour on his part and we wish him well." It would not be right to disqualify Mr Enoch, but the matter could not pass without a reprimand he said.

The unlawful sale of a bottle of cough medicine led to a student

and two pharmacists appearing before the Committee.

They found Mr Bhupendra Patel of Kreisel Walk, Kew Park, Richmond, and Mr Azim Lalani, 28, of Sherrards Way, Barnet, to be guilty of misconduct, for leaving a student in charge of premises. The third man, student pharmacist Girish Patel, 23, of Waddington Way, Upper Norwood, who had been unable to register with the society because of the case, was told that this restriction was now removed.

Mr Hill said the case arose from a visit by the Society's chief inspector, Mr Gordon Appelbe, to a pharmacy in Old Brompton Road, owned by Mr Bhupendra Patel's company, in November last year. He asked for a bottle of linctus. The sale was made by a counter assistant, but Mr Girish Patel could be said to have supervised the sale by looking out of the dispensary and saying: "That is alright." But this so-called supervision was not legal because he was not registered, and there was no pharmacist on the premises.

A prosecution was brought and the company, through Mr Bhupendra Patel, was fined £40 and ordered to pay £10 costs by Horseferry Road magistrates last May. He said Mr Girish Patel was also found guilty to an offence under the Medicines Act and was given a conditional discharge for a year and ordered to pay £10.

Mr Bhupendra Patel told the committee he had left for a holiday shortly before the incident, instructing the staff that "everything should be in order." He said: "I give my categorical assurance that such an incident will not occur again." Mr Lalani said he left the pharmacy to visit a flat he was trying to buy, and told the student not to sell pharmacy only medicines or to dispense. He said he tried to contact another pharmacist who also worked at the shop before he left but was unable to do so. Mr Girish Patel said he realised immediately after the sale was made that he should have prevented it. His concern at the time was to ensure that the sales assistant had given the customer the correct medicine as requested, and the words he used were: "That is it."

Mr Thomas Coningsby, said "Whatever they have done, I am sure they now heartily regret it and they are certain they will not allow any incident of this kind to take place in future."

continued overleaf

No finding on whether B15 is 'dubious'

The Committee made no finding on whether vitamin B15, which is said to be derived from the kernel of the apricot stone, is a "dubious" preparation or not.

The question had been raised by the Society's Council in a complaint to the Committee against a Mansfield pharmacist, Mr John Kenneth Gibson, of Wyndale Drive, who, in an advertisement, had stated: "Thousands of those who take it claim it makes them feel fitter and healthier and—most vital—makes them look 10 to 15 years younger." The complaint alleged that vitamin B15 was of a dubious nature. Evidence on vitamin B15 was given by Mr Gordon Appelbe, head of the Society's law department.

The Committee chairman, Sir Stanley Rees, said, after hearing the evidence: "We are making no finding as to whether the preparation is dubious or not. We merely say it was not shown that it was dubious."

However, the Committee reprimanded Mr Gibson for an infringement of the Society's code on advertising over the advertisement, which appeared in the Mansfield Recorder in October, 1979. It found that it advertised his professional services in using the letters "MPS" after his name and the word "chemist" and drew an invidious distinction between himself and other pharmacists with the words "We know we are not the cheapest . . . just the best."

Mr Gibson said, in evidence, that he regretted placing the advertisement, and admitted taking insufficient care in its wording.

Asked by the chairman if it was his view that the preparation was likely to bring about the effects claimed in the advertisement, he replied that people who bought it found it beneficial. "I would say it is likely you would get benefit from it," he added. Questioned about the safety aspect, Mr Gibson said that he had read about B15, and had no information at the time to suggest that it might be unsafe. Mr Appelbe had stated that vitamin B15 was considered to be ineffective and potentially harmful.

The Committee reprimanded Mr John William Neville, of 33 High Street, Soham, Ely, for misconduct in allowing a bottle of cough medicine

to be sold at a village drugs store in Cambridgeshire. His company Bobby & Son (Soham) Ltd of the same address, was also reprimanded.

Mr Neville explained to the Committee that Famel cough syrup had been mistakenly sent from his pharmacy, to the Craven drugs store in High Street, Sutton, instead of Famel honey and lemon. He said the girl who packed the medicine had been working there for only three weeks and did not know the difference between the two products.

Mr Hill said that Mr Neville had been fined £10 by Ely magistrates last December when he admitted negligently failing to prevent the sale of a medicinal product from premises which were not registered, and without the supervision of a pharmacist. The company was fined £20 and ordered to pay £25 costs. Mr Hill said the cough medicine was bought off the shelf at the drugs store by an inspector from the Society in April last year. Mr Neville had been given a warning by the Society a few months earlier when another inspector bought the drug Veganin at the second drugs store and noticed that two other pharmacy items—Transvasin and Phisohex—were on sale there.

Great shock

He said that Mr Neville had described the discovery of the cough medicine as "a great shock" and claimed that he had gone through the premises "with a fine toothcomb", after the warning. Mr Neville told the Committee that he had devised a new system for sending goods from the pharmacy to his two drug stores.

Sir Stanley Rees said the case showed the difficulty of maintaining close control over the drug stores as well as the pharmacy and keeping up with changes in the law.

Mr Peter Hywel Lewis, a Dyfed pharmacist, said to have practised while not registered as a pharmaceutical chemist, told the Committee that he had not realised the legal implications of what he had done.

Mr Lewis said depression after illness, and shortage of money, partly due to school fees for his two boys, were to blame for his non-payment of his registration fees. He appeared before the Committee as a result of a complaint by the Society's Council.

The Council alleged that on five occasions between July, 1973 and November, 1978, Mr Lewis and his premises had been erased from the Register for non-payment of fees. On these occasions, Mr Lewis had

conducted the premises as a retail pharmacy and had practised as a pharmacist.

Mr Hill told the Committee that over the years many attempts had been made to get Mr Lewis to comply with the law concerning the payment of fees for registration as a pharmacist and registration of his premises. Without registration, the premises could not legally be used as a pharmacy and he could not practise.

Mr Lewis said he had not realised, as he now did, the legal implications of what he had done and assured the Committee that it would never happen again. Sir Stanley Rees said he was convinced that Mr Lewis now appreciated that, if he practised, when he and his premises were not registered, he would be clearly committing criminal offences. On all the circumstances, the committee proposed to take no action. ■

HEALTH CENTRE NEWS

■ **Manchester AHA** is seeking approval for a health centre on land adjoining 1270 Oldham Road, Newton Heath, Manchester.

■ **Newcastle AHA** is going ahead with phase two of alterations and additions to the pharmacy department at the Royal Victoria Infirmary, Queen Victoria Road, Newcastle-on-Tyne.

■ **North Tyneside AHA** is planning to build a community health clinic at Waterville Road.

■ **North West RHA** is seeking permission for a health centre on land bounded by Frederick Street, York Street and Russell Street, Farnworth, Lancs.

■ **North Western RHA** has awarded a building contract worth £101,187 for a health centre at Colne.

■ **South East Thames RHA** proposes to build a health centre at the corner of Chantry Road and Church Green, Marden, North Maidstone, Kent. The planning department is in favour of the site.

■ **Tamworth AHA** is to start building a health centre costing £250,000 at Polesworth, north Tamworth.

■ **East Sussex AHA/South East Thames RHA** have started work on the £475,359 health centre at Church Road, Portslade near Brighton.

■ **Northumberland AHA** have prepared plans for the new health centre at Percy Drive, Amble, Northumberland.

Employer's NI charges up from next April

Despite the announcement in his "mini-budget" this week that employer's National Insurance contributions were to remain unchanged, increases of up to £4.80 weekly, per worker, will have to be paid from next April.

The rises will occur under the Social Security Pensions Act of 1975 which caters for the revision of earnings limits, for the National Insurance scheme, to take account of inflation.

The effect of the revisions is to free employers from contributions in respect of workers earning £23 to £27 a week, but to impose new rates covering those earnings over the previous limit of £165 a week, up to £200.

Employers would have to pay new rates of up to £27.40 a week, an increase of £4.80, for each worker on the new £200 maximum, and £19.62 (an increase of £3.41) on those earning the same amount who had contracted out.

These increases cut deeply into the benefit from the 2 per cent cut in Minimum Lending Rate—also announced this week—and the CBI say they are to approach the Chancellor over the charges immediately.

Exports hold up despite output fall

Output across the chemical industry is down by nearly 15 per cent compared to the same period last year, but exports have been maintained at a "surprisingly high level, albeit often on the basis of very poor margins", because of the strength of the pound, says Chemicals Industry Association president, Mr Eric Sharp. For the first time since 1963 the UK chemical industry has achieved a positive trade balance within the European Community, and world trade balance in the first half of this year attained a record figure of £1,100 million.

Turning to investment and home sales Mr Sharp reported that investment "in plant and equipment in the first half of the year showed an increase of 5 per cent in real terms on the same period last year. However, present levels of profitability, cash flow, and interest rates will inevitably

Employees' face a straightforward 1 per cent rise in their NI contributions, and from April 1, 1981, £1 a week will be added to the contributions of a worker earning £100. Details of changes in self employed contributions were not available when *C&D* went to Press, but rises are expected.

Sick pay plans

Also in Parliament this week, it was announced in the Queen's speech that the Government are to press ahead with their plans to make employers pay sick benefits during the first eight weeks of illness. Payment will be at a minimum of £30 per week, based on 1979 benefit levels. Employers are to be reimbursed by a $\frac{1}{2}$ per cent reduction in their National Insurance Contributions. Small businesses are expected to receive further help, with companies employing around 10 people and paying the national average wage, receiving a 50 per cent rebate. They would be totally reimbursed if the worker had been employed for eight weeks or less. ■

have a major adverse effect on future investment expenditure, at least in the short and medium term.

"Perhaps the greatest long-term concern to the industry, assuming we survive all our present problems, which we shall certainly find some way to do, is how many of our home customers will still be around when the recession eases." ■

UPL lab for West

United Photographic Laboratories Ltd have opened a new laboratory for colour D&P in Devon and Somerset. Under the Lees Photographic banner—an old established family firm taken over by UPL, the Colourcare people—the laboratory replaces the old High Street premises and is capable of handling more than double the previous maximum output, coping with 250,000 prints a week in peak periods. UPL say the move was prompted by "continued growth." ■

Good six months for Beecham

Beecham's have achieved a 22.6 per cent increase in sales—to £587.6 million—and an 11.9 per cent pre-tax profit lift—to £67m—for the six months to September 30.

In order to facilitate comparison, the results of overseas companies have been translated into sterling at the rates of exchange ruling at March 31. If the rates of exchange at September 30 had been applied sales and profits would have been lower by £20.3m and £2.7m respectively.

An additional turnover of £52.5m and an extra £0.8m in pre-tax profit has been accredited to acquisitions made since September 30 1979—primarily Jovan Inc and the Bovril food products companies. ■

Accident guide

A booklet giving practical guidance to employers on the new simplified procedures for notifying accidents and dangerous occurrences at work (*C&D*, July 5, p30) which come into force in the UK on January 1, 1981, has been published by the Health and Safety Executive. "The Notification of Accidents and Dangerous Occurrences Regulations 1980". HMSO, (£1.50 plus postage). ■

Oppenheim defends origin marking

Mrs Sally Oppenheim, Minister for Consumer Affairs, has stated that there is no question of the Origin Marking Orders being abandoned as she was convinced that they were wanted by consumers and would be of value.

A delegation from the Retail Consortium met Mrs Oppenheim recently and strongly opposed the proposals which would necessitate origin marking at POS and in advertising on clothing, textiles, footwear, cutlery and domestic electrical appliances—"white goods" and small appliances alike.

In view of the fact that the "burden on traders of legislation was becoming intolerable" they urged the Minister to place the responsibility for origin marking on an alternative point in the distribution chain.

Mrs Oppenheim promised to take account of the representations made and added: "We are anxious to do everything possible, consistent with effective implementation of the Order, to minimise the burden on retailers." ■

More Business News overleaf

P&G: demand remains strong

Procter & Gamble say that despite the intense competition, demand for their products has remained strong and for the year ending June 30 turnover was up £25½ million to £232.9m. However, pre-tax profit fell to £6.4m from £7.9m which they largely attribute to "substantial investment in new brands". Profit after tax remained unchanged at £6.9m due to a revised basis for accounting—deferred taxation now being generally adopted.

The company say that in their 50th anniversary year of their arrival in the UK they remain committed to developing their business and to making "substantial investment in new brands, both in research and in the market place".

Perhaps best known for their soap powders, P&G are also the makers of Fairy soaps, Camay, Head & Shoulders, and Crest toothpaste. ■

Spirits excise duty

Importers, or their agents, who wish to apply for remission of excise duty on spirits contained in imported goods not for human consumption may do so to their local Customs and Excise office from December 1. At present, these applications may only be made to Customs headquarters in London.

Under the revised procedure all applications will be dealt with initially by the officer responsible for the excise control of the importer's premises and will only be accepted if they are signed by the importer or his agent. An application by an agent must be accompanied by a letter of authority signed by the importer. The application must

be made and authority granted by Customs before the goods are imported.

Customs Notice No 64 (Remission of Excise Duty on Spirits contained in Imported Goods) is in course of revision to take account of the new procedures. ■

Cash or cheques?

"Why pay wages in cash?" is the title of a six page survey of the problems involved, and the experience of a number of different firms, in changing over from cash to cheques or credit transfer, published by *Company Secretary's Review*.

A seven page summary explaining the provisions of the Employment Act 1980 and giving the commencement date of each section has also recently been published by the magazine.

By arrangement with the publishers, we shall be happy to send free copies of both, or either, to any company executive applying to the editor of *C&D* (address on p859) on company notepaper. ■

Metal Box profits fall sharply

A large fall in half year profits has been reported by Metal Box, despite marginally improved sales.

For the six months to September 30 pre-tax profits dropped from £33.9 million to £10.5m, with sales slightly up at £549m. A poor summer, the steel strike earlier in the year, the cost of borrowing and the general economic climate have all hit the company, and redundancy and reorganisation costs have cut a further £9.4m from profits.

The Board are not hopeful for full year figures, but hope that the current changeover from three piece to two piece cans will improve performance in the latter part of 1981. ■

Briefly

■ **Tom Fields (UK) Ltd**, who market Tinkerbell products in the UK, now have two telephone lines. Lyminge 863063 has been added to their original number, 862441.

■ **R. H. Cole Ltd** have reported a £79,000 loss in the six months to June 30 and a £873,000 fall in turnover. The company blame a decrease in business and the high cost of borrowing money.

■ **Solport Brothers Ltd's** medical glassware unit has now completed its move into larger premises. Sales enquiries should now be addressed to Solport at Greenleafe House, Darkes Lane, Potters Bar, Herts EN6 1AE. Telephone: Potters Bar (0707) 42411/42412.

APPOINTMENTS

■ **Dylon International Ltd**: Mr R. H. ("Bob") Harper has been appointed export sales director.

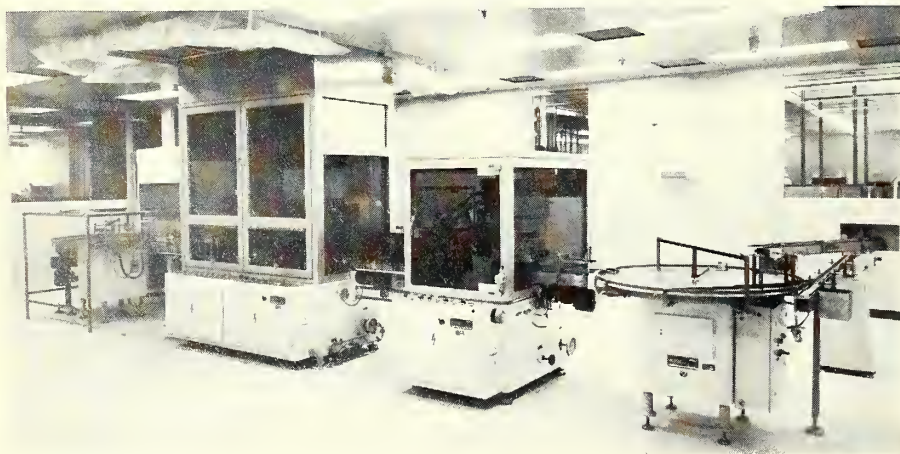
■ **Cooper Health Products Ltd**: Mr David R. Morrison is appointed managing director. He joins Cooper from the corporate headquarters of Warner Lambert.

■ **Johnsen & Jorgensen (plastics) Ltd**: Mr Barry Munday is appointed export sales manager. Mr David Wheeler, who joined the company earlier this year to take up the post of export sales manager, is now appointed general sales manager.

■ **Clairol Appliances**: Rosemary Gibbs is appointed representative for west midlands/north wales and joins Clairol from Carters Tested Seeds. Anna Murray is now representative for the north west, after working in the electrical business, latterly with Hotpoint.

■ **Elizabeth Arden (UK) Ltd**: Miss Patricia Priestley has been appointed senior product manager, skincare, from senior product manager, UK; Mr Richard Macey has been appointed product manager, fragrance, from product manager, UK, and Mrs Pamela Francis product manager, make-up, from product manager, export.

Claforan (cefotaxime), a third generation cephalosporin for parenteral application is a joint Hoechst-Roussel development. It is hoped to launch the product in the UK in 1981. It is now in production at Roussel's Swindon laboratories using the Bosch advanced antibiotic packaging line illustrated. Claforan will be marketed internationally and is available now in Germany



Monday, December 1

East Metropolitan Branch, Pharmaceutical Society, Churchill Room, Wanstead Library, Spratt Hall Road, London E11, at 7.30 pm. Discussion of resolutions for the 1981 branch representatives meeting followed by wine and mince pies.

North Metropolitan Branch, Pharmaceutical Society, Coram lecture theatre, London School of Pharmacy, at 8 pm. Professor J. T. Smith, London School of Pharmacy, on "Clinical mechanisms of antibiotic resistance".

Weald of Kent Branch, Pharmaceutical Society, Kent & Sussex Hospital postgraduate centre, Mount Ephraim, Tunbridge Wells, at 8 pm. Mr Michael Fallon on "Parliamentary consultancy".

Tuesday, December 2

Fife Branch, Pharmaceutical Society, Anthony's Hotel, Kirkcaldy, at 7.45 pm. Dr Hilary Capell, Centre for Rheumatic Diseases, Glasgow, on "Which drug in rheumatology—the doctor's dilemma".

Wednesday, December 3

Brighton Branch, Pharmaceutical Society, Brighton General Hospital postgraduate centre, Elm Grove, at 8 pm. Joint meeting with the Sussex group of the Guild of Hospital Pharmacists. Mr Colin Hitchings, area pharmaceutical officer, Royal Free Hospital, London, on "Pharmacy education in the 1980's".

Teeside Branch, Pharmaceutical Society, North Stephenson Room, Centre Hotel, Newbridge Street, Newcastle-upon-Tyne. Mr Alan Smith on "The PSNC".

Northumbrian Branch Pharmaceutical Society, Tees Hospital postgraduate centre, at 7.45 pm. Mr D. R. Knowles on "A review of the use of computers in hospital, wholesale and general practice pharmacy".

Sheffield Branch, Pharmaceutical Society, Jessop Hospital lecture theatre, at 8 pm. Mr P. J. Copus on "Agricultural and veterinary medicines".

Thursday, December 4

Hounslow Branch, Pharmaceutical Society, West Middlesex Hospital lecture theatre, Twickenham Road, Isleworth, at 8 pm. Professor G. M. Dunn, professor of clinical optometry, City University, on "The glaucomas".

Liverpool Branch, Pharmaceutical Society, Muspratt lecture theatre, Donnan Laboratories, University of Liverpool, at 8 pm. Dr David Nicholls on "Fun and games with liquid air".

Thames Valley Pharmacists' Association, Sterling-Winthrop House, Surbiton, at 8 pm. Dr F. Fish on "Prescription for murder".

Lancaster and Morecambe Branch, Pharmaceutical Society, Medical Centre, Ashton Road, Lancaster, at 7.45 pm. Mrs E. M. Pilkington will introduce the tape-slide presentation on "The pharmacist and health education". Two other tape-slide lectures will be presented on "Treatment of skin diseases" and "Cancer chemotherapy".

Friday, December 5

Wirral Branch, Pharmaceutical Society, Clatterbridge Hospital postgraduate medical centre, at 8 pm. Christmas social.

Eucalyptus dearer

London, November 25: Eucalyptus oil rose by 10p kg during the week, both on the spot and forward. Only a small part of that rise could be attributed to the value of sterling slipping from its recent peak.

Both Brazilian and Chinese peppermint oils, patchouli and vetivert were also marked up for shipment but spot offers were unchanged. Despite the currency change some oils were quoted lower from origin including camphor white, cananga and cinnamon leaf.

Brazilian menthol maintained its firmer trend but the Chinese variety did not react. Natural camphor was dearer on the spot by 50p kg reflecting a shortage for immediate delivery, as the cif rate was unaltered. Meanwhile, synthetic grades were easier. Business in the botanical section was quiet with the previous week's prices repeated.

Dearer among pharmaceutical chemicals since last published were choline, cinchocaine and clioquinol.

Pharmaceutical chemicals

Ascorbic acid: (per kg) 100-kg £5.51; 500-kg from £4.80 as to source.
Biotin: Crystals £5.84 per g; in 10-kg lots.
Calcium ascorbate: £7.28 kg in 5-kg pack.
Calcium chloride: BP anhydrous 96/98% £1.21 kg in 50-kg lots of powder; £1.23 hexahydrate crystals BP 1968 £0.95.
Calcium gluconate: £1,960 per metric ton.
Choline: (500-kg lots) bitartrate £3.25 kg; dihydrogen citrate £3.40.

Advance Information

Good Manufacturing Practices in the Pharmaceutical and Related Industries, Cumberland Hotel, Marble Arch, London W1, from December 16-18. Further information from the Powder Advisory Centre, PO Box 78, London NW11 0PG.

Industrial Pharmacists Group meeting, Pharmaceutical Society's Headquarters, 1 Lambeth High Street, London SE1, on December 10, at 10.30 am. "Clinical trials and drug information". Registration forms (£7 pharmacists, £20 non-pharmacists) from Mr R. E. Marshall, at the Society's headquarters.

Cinchocaine: Base (500-g lots) £105 kg; hydrochloride £92.70.
Clioquinol: NF XIV 500-kg lots £15.81 kg.
Dexpanthenol: (Pcr kg) £11 in 5-kg lots.
Dextromethorphan: £154 in 5-kg lots.
Folic acid: 100-kg lots from £56 kg.
Nicotinamide: £3.85 kg in 50-kg lots.
Nicotinic acid: £3.30 kg in 50-kg lots.
Pyridoxine: £22.11 kg for 20-kg lots.
Riboflavin: (Per kg) £26.84 in 10-kg packs, diphosphate sodium £79.61 in 5-kg.
Sodium ascorbate: 100-kg lots £5.51 per kg.

Crude drugs

Balsams (kg) Canada: Easier at £11.80 on the spot; shipment, £11.65, cif. **Copaiba:** unquoted. Spot and cif. **Peru** £9.80 spot; £9.50, cif. **Tolu** £6.15 spot.
Camphor: Natural powder £8.50 kg spot; £7.35 kg cif. Synthetic 96% £1.24 spot; £1.19 cif.
Cloves: Madagascar £4,300 metric ton spot, £4,100, cif.
Menthol: (kg) Brazilian £5 spot; and cif. Chinese £4.60 spot; £4.35, cif.
Pepper: (metric ton) Sarawak black £750 spot, £1,625, cif; white £1,050 spot; £2,175, cif.
Seeds: (metric ton, cif). **Anise:** China £870 for shipment. **Celery:** Indian £350. **Coriander:** Moroccan £180. **Cumin:** Indian £740. **Fennel:** Indian £435. **Fenugreek:** Moroccan £275; Indian £285.
Senna (kg) spot Alexandria pods hand-picked from £2 upwards; manufacturing £0.55. Tinnevely faq leaves £0.44; pods, faq £0.42; hand-picked £0.55.
Turmeric: Madras finger £380 metric ton spot; £300, cif.

Essential oils

Cade: Spanish £1.90 kg spot.
Camphor: White £0.95 kg spot; £0.83, cif.
Cananga: Indonesia £13.75 kg spot; £12.75, cif.
Cardamom: English-distilled £185 kg.
Cassia: Chinese £52 kg spot; £49, cif.
Cedarwood: Chinese £1.20 kg spot; £1.10, cif.
Cinnamon: Ceylon leaf £2.65 kg spot; £2.45, cif, bark: English-distilled, £155.
Citronella: Ceylon £3.45 kg spot; £3.25, cif. Chinese £3.15 spot; £3.10, cif.
Clove: Indonesian leaf £1.45 kg spot; shipment £1.28, cif. English distilled bud £44.
Eucalyptus: Chinese £1.90 kg spot; £1.85, cif.
Nutmeg: East Indian £7.50 kg spot; £6.60, cif. English distilled £15.
Patchouli: Indonesian £13.50 spot; £12.70, cif.
Peppermint: (kg) Arvensis—Brazilian £4.40 spot; £4.45, cif. Chinese £2.90 spot; £2.82, cif.
Petitgrain: Paraguay £8.25 kg spot; £7.50 cif.
Vetivert: Java £11 kg spot; £10.25, cif.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.

Chiltern Region postgraduate courses, Wexham Park Hospital, Slough, on Wednesdays at 8 pm. "Recent advances in management of migraine" on January 7. "Recent advances in the treatment of diseases of the upper gastro-intestinal tract" on January 14. "Recent advances in psychotropic drug therapy" on January 21. "Recent advances in the management of rheumatic disorders" on January 28. Applications to Course Organiser (Slough), Division for Graduate Education, Department of Pharmacy, Chelsea College, Manresa Road, London SW3.

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PROCEEDINGS UNDER SECTION 23 OF THE PATENTS ACT 1949

(As Amended by the Patents Act 1977) NOTICE OF INTENTION TO PRESENT A PETITION TO THE COURT IN THE HIGH COURT OF JUSTICE CHANCERY DIVISION PATENTS COURT IN THE MATTER OF THE PATENTS ACT 1949 AND IN THE MATTER OF LETTERS PATENT NO 1,109,631 Dated 9th July 1965 and entitled "Derivatives of Rifamycin SV" granted to LEPETIT S.p.A. (now known as Gruppo Lepetit S.p.A.) an Italian Body Corporate of 8, Via Roberto Lepetit, Milan, Italy. NOTICE IS HEREBY GIVEN that it is the intention of the said Gruppo Lepetit S.p.A. and Lepetit Pharmaceuticals Limited whose registered office is at Meadowbank, Bath Road, Hounslow, Middlesex to present a Petition to the Patents Court, High Court of Justice, praying that the term of the said Letters Patent be extended under Section 23 of the Patents Act 1949 as amended. AND NOTICE IS FURTHER GIVEN that on the 19th day of February 1981 at 10.30 o'clock in the forenoon or so soon thereafter as Counsel may be heard the said PETITIONERS intend to apply to the Court for fixing a date of hearing of the Petition and other Directions. NOTICES OF OPPOSITIONS TO THE Petition must be lodged not less than seven days before the date mentioned at the Chancery Registrar's Office, Royal Courts of Justice, Strand, London WC2A 2LL. Documents requiring service upon the said Petitioners pursuant to Order 103 Rules 3 to 7 of the Rules of the Supreme Court 1979 may be served at the offices of the Solicitors of the said Petitioners. DATED THIS 24th day of November 1980. BIRD & BIRD Solicitors for the said Petitioners of and whose address for service is 2, Gray's Inn Square, London WC1R 5AF.

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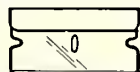
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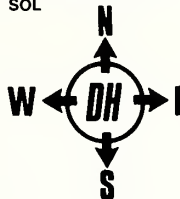
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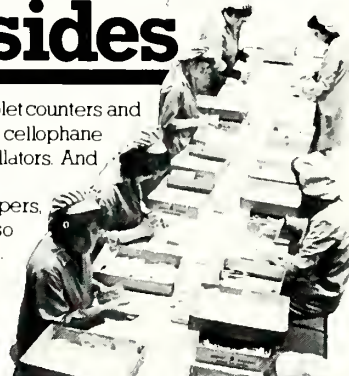
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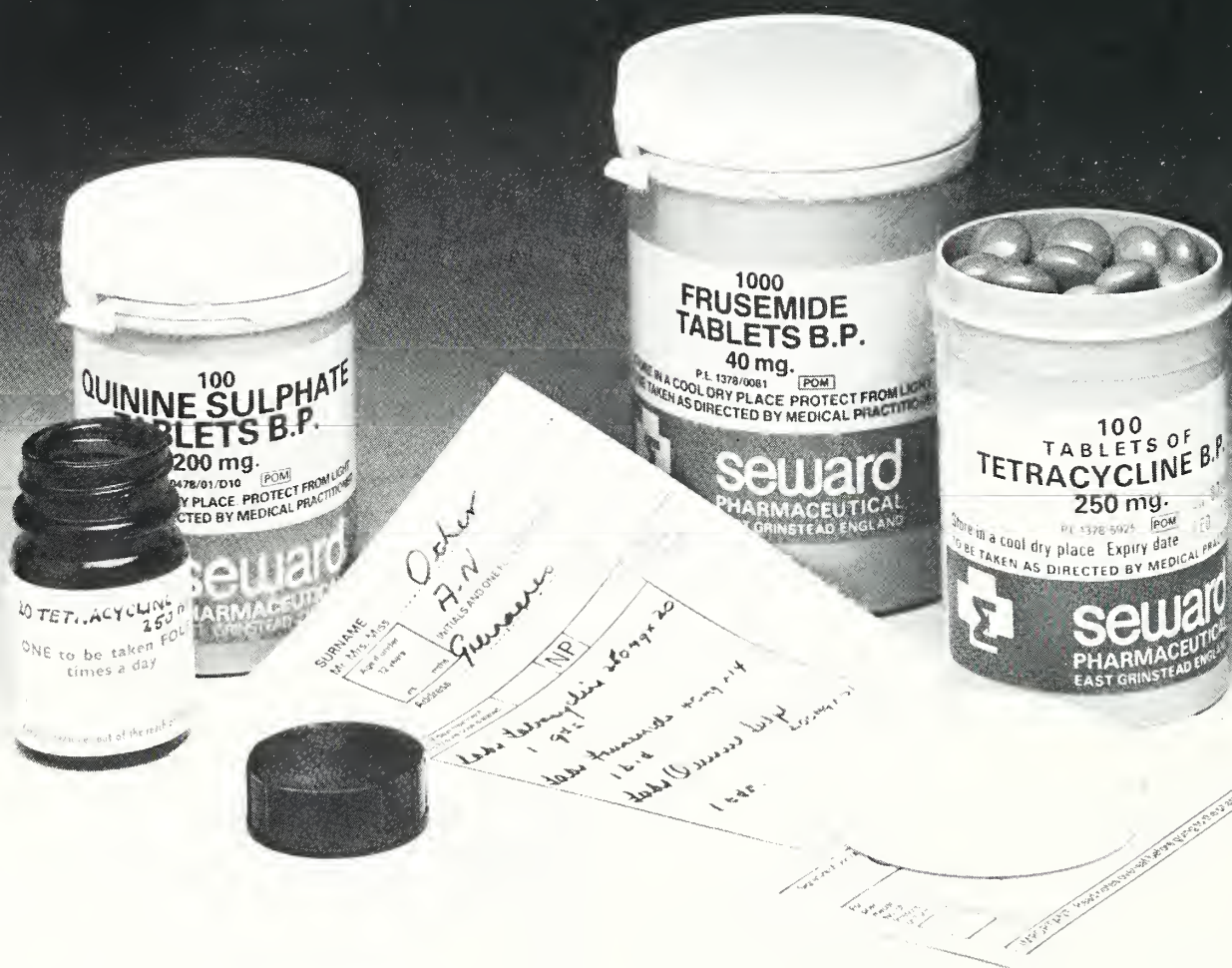
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